

In Support of SB 910.

My name is Jeff Zack, my company is Z Supply in Muskegon, MI. We manufacture insulated pipe used in OWB installations and have a parts and accessories supply house serving the same industry.

Z Supply is a total "bootstrap" business started in 2009 and in that year manufactured 75,000 feet of our core products. In 2013 we manufactured 275,000' and we project 325,000' in 2014. We have over 150 dealers across the US and Canada. Growth will continue as long as the market is not altered by forces outside of our control, forces like the EPA.

We have 3 full time employees and as the heating season arrives employee as many as 8 staff. We have participated in offender placement through GoodTemps. (As a retired MDOC sergeant I figured "who better than me")

Should the proposed EPA regulations become effective as proposed it will have a seriously negative effect on Z Supply. We predict that sales in 2015 will be reduced by between 50% and 80%. Depending on the actual reduction it is possible that we will not be able to remain in business.

Should we become another victim of Federal over regulation it will represent a loss of the jobs mentioned above and almost 2 Million dollars in economic activity in Muskegon County.

The issue before us, SB910, is an effort to provide relief from the federal government's "TAKING" of State's Rights and consumer choice. Rules that may be right for NY and California should not be imposed on Michigan or other states who are well able to take action appropriate for their own citizens. This has already occurred in states like NY and PA where in some cases rules even more stringent than those proposed by the EPA have been implemented.

Even on a state level it is not necessary to over regulate when local governments can and have taken action as they see appropriate for their citizens. The same folks who wish the "take" OWB's out of "their world" will turn their attention to the fire pit you enjoy on Friday evening and then on the charcoal grill you fire up on Sunday afternoon. If, that is, you enable them by letting the EPA have their way now.

Those who wish to take away the ability of consumers to heat with wood have little compassion for those who find it necessary to do so. There are few who choose

this labor intensive heating method as a hobby, it is more likely an economic or comfort necessity. Most OWB users have had to make the decision to split wood so that they can buy necessities like health care, food, and transportation. Our customers have found that buyers of their units save the average propane user \$2500 per year. This is much higher when propane cost soar like last winter.

This \$2500 savings per unit sold goes directly into the local economy instead of to the oil and gas producer's pockets. From sales of our pipe we estimate that our customers installed about 820 units in Michigan in 2013. Those units may represent over \$2M in savings to Michigan consumers, This is only one year of installations and we believe we have only about 30% of the market so the savings could exceed \$8M for units installed last year alone. (Nationwide our customers installed about 2750 units.)

Having the money to buy food and other necessities by saving on fuel cost is only one advantage Michigan citizens enjoy when they own an OWB. The other is warmth. Once again, I suggest that those who want to force these regulations on Michiganders have never had to endure a harsh winter with the thermostat set to 60 degrees as they pile on the layers and worry if they will the money for the next propane fill.

It is unreasonable to impose this on consumers without offering some viable alternative. The same folks willing to shove health care down our throats and accusing those opposed of wanting the sick to "Die Quickly" now can be seen as offering only one option to Michigan citizens forced to use wood as a fuel. That being "Freeze Slowly."

SB 910 should be strengthen to assure that Michigan citizens can buy safe and reasonably efficient wood burning appliances. To do this it must guarantee that they can be manufactured and sold in Michigan. If this guarantee is not included and implemented, than I can guarantee you that those driven by necessity to wood as a fuel, will make or find appliances which are far from safe or efficient.

SB910 should not only be passed to protect Michigan's citizens from the economic and other losses described above, it should also be passed as a clear message to Washington DC. "Keep your bureaucratic hands off of our State's Rights, including the right to use the oldest form of fuel known to man, wood.



Z Supply, LLC

Manufacturers of eZe-Flex piping
The *best value* in insulated pex

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Timberwolf Introduction

Hi, my name is Jim Powles. My wife, Stacey, and I own Timberwolf Furnace Company in Muskegon, Michigan. We have been manufacturing and distributing Timberwolf outdoor wood boilers and accessories for 15 years. We are a small business currently employing 3 people. We have employed as many as 8, and as few as 1.

On average we sell about 100 boilers per year. We rely on 22 individual companies to supply us with the materials and products to run our business. 19 out of 22 of these companies are in Michigan. In 2013 we spent over \$240,000 for our supplies from our Michigan suppliers.

We are a Michigan company doing business with many other Michigan companies. If the EPA proposed regulations are put into effect, it would not only hurt o.w.b. manufacturers, but other companies as well.

Survey conducted by Timberwolf Furnace Co.

We surveyed 50 current Timberwolf o.w.b. (outdoor wood boiler) owners. The average age of household members was 29 years.

100% of those surveyed reported no negative impact on anyone using the o.w.b. and 87% said there was a positive impact. These positive impacts included fewer allergy symptoms due to less dryness in the air, fewer sinus issues, and a decrease in arthritis pain due to the ability to afford keeping their homes warmer.

The average income of those who chose to answer was:

\$20,000-\$40,000 -- 60%

\$40,000-\$60,000 --36%

\$60,000-\$80,000 -- 4%

The average savings per year on heating costs were \$2,374.00. Six of the 50 surveyed saw no change in heating cost because they previously used an indoor wood stove. When asked if they would have been able to afford an o.w.b. if the purchase price had been 50% higher, 72% said no.

Of those who saw savings, 100% said they were better able to afford necessities, and even enjoy some extras, such as dinner out, a movie, etc..., thus investing those savings in our Michigan economy.

To summarize, the people who use o.w.b. do so to be able to keep their families warm during our cold Michigan winters while still being able to provide the necessities. While the average annual household income in Michigan is \$46,000-\$52,000, 60% of those on our survey earn less than that. Making it harder for these people to obtain an affordable o.w.b. hurts not only them, but our economy. According to our survey, if the proposed regulations are implemented, the majority of our low income prospective o.w.b. users will not be able to provide adequate heat for their families in the future.

Survey Summary

1. Has your o.w.b. had a negative effect on anyone in your household?
No -- 100 %
2. Has your o.w.b. had a positive effect on anyone in your household?
Yes -- 84%
3. Average age of household members.
29 years
4. What was your source of heat prior to using an o.w.b.?
Propane -- 52%
Indoor wood stove and propane -- 24%
Fuel oil -- 8%
Other -- 16%
5. What was the average cost per year to heat your home prior to using an o.w.b.?
\$2,488.00
6. What is the average cost per year to heat your home when using an o.w.b.?
\$114.00
7. Would you say having an o.w.b. has improved your quality of life?
Yes -- 88%
8. Has your family been better able to afford everyday necessities because you are spending less on heat?
Yes -- 88%
9. Has your family been better able to afford extras because of saving money on heating costs?
Yes -- 88%
10. Average household income:
\$20,000 - \$40,000 -- 60%
\$40,000 - \$60,000 -- 36%
\$60,000 - \$80,000 -- 4%
11. Do you think you would have been able to purchase your o.w.b. if the initial cost had been 50% higher or more?
No -- 72%